

Message Text

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PAGE 01 STATE 002695
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R 052234Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY MEXICO CITY
AMCONSUL MONTERREY

UNCLAS STATE 002695

E.O. 11652:N/A

TAGS:EGEN, MX

SUBJECT: EXIMBANK OFFICIALS TO VISIT MONTERREY AND
MEXICO CITY

1. EXIMBANK DEPUTY VICE PRESIDENT - LATIN AMERICA
HEODORE A. CHAPMAN, LOAN OFFICER SAM ZYTGER AND CON-
TRACT OFFICER STANLEY CURTIS (HEREINAFTER REFERRED
TO AS TEAM) PLAN VISIT MONTERREY JANUARY 9 AND 10 AND
MEXICO CITY JANUARY 11 THROUGH 17. TEAM PLANS ARRIVE
MONTERREY SUNDAY EVENING, JANUARY 8, FLY TO MEXICO
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PAGE 02 STATE 002695

EVENING JANUARY 10 AND DEPART MEXICO CITY JANUARY 18
EARLY MORNING. PLEASE RESERVE THREE SINGLE ROOMS AT
AMBASSADOR (MONTERREY) AND ALEMEDA (MEXICO) AT EMBASSY
DISCOUNT, IF POSSIBLE. NOT NECESSARY MEET FLIGHTS.

2. EXIMBANK WILL APPRECIATE CONSULATE HELP IN ARRANG-
ING APPOINTMENTS WITH FOLLOWING (SUGGESTED CONTACT
IN PARENTHESIS) IN MONTERREY:

FOR COMPLETE TEAM
BANCO SERFIN (LORENZO DE LA PENA) THEY PREFER
JANUARY 9 NOON, ACCORDING TO WASHINGTON REPRESENTA-
TIVE WILLIAM TINSLEY.
GRUPO ALFA (FERNANDO TURNER, SALVATORE ALBA) TO INCLUDE
COURTESY CALL ON RAPHAEL PAEZ OF HYLSA. TURNER
HAS INDICATED THEY PREFER JANUARY 10, 2:00 P.M.
TO 2:00 P.M.
EMPAQUES DE CARTON TITAN (JOSE SAENZ)

FOR CURTIS (REST OF TEAM ONLY IF TIME PERMITS)
FABRICAS DE MONTERREY (LUIS LAURO GONZALEX FINANCE
V.P.)
TUBACERO (JEROME KANE)

ZYT CER ONLY
CEMENTOS DE MEXICO (ALEJANDRO MARCOS)

CHAPMAN (REST OF TEAM ONLY IF TIME PERMITS)
SERGIO DE LA GARZA (TEL. 42-71-37 LAWYER REPRESENTING
EXIMBANK IN PRODUCTORA DE PAPEL CASE)
CEMENTOS HIDALGO (AT MONTERREY OFFICE - VARGAS LUGO)
POSSIBLY FINANCIERA DEL NORTE (EDUARDO CAMARENA)

UNCLASSIFIED

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PAGE 03 STATE 002695

TEAM WILL WISH TO LEARN CONSULATE'S VIEWS ON BUSINESS
CONDITIONS IN NORTHEAST MEXICO AND ANSWER ANY QUESTIONS
REGARDING EXIMBANK.

3. EXIMBANK REQUESTS EMBASSY ARRANGE APPOINTMENTS
WITH FOLLOWING IN MEXICO CITY:

FOLLOWING APPOINTMENTS COMPLETE TEAM
ALTOS HORNOS (SERGIO ROMERO)
FUNDIDORA MONTERREY (HOMERO MENCHACA, OR HECTOR LOSANO)
PEMEX (SEE BELOW)
BANK OF AMERICA (JAMES PROUTY, MICHAEL OWEN)
FIRST NATIONAL CITY (JOHN ELEK, ROBERT SICINA, JAIME
RUIZ)
CHASE (DAVID WHITE)
NACIONAL FINANCIERA (CARLOS MARTINEZ, MAX ZARAGOZA)
CLORO DE TEHUANTEPEC (EDUARDO SAUCEDO)
DUPONT DE MEXICO (RE. PPQ AND QUIMICA FLUOR) (JERRY
COOPER)

FOLLOWING APPOINTMENTS FOR CHAPMAN AND ZYT CER ONLY
FABRICA DE PAPEL SAN RAFAEL (JAVIER GONZALEZ)
PETROCEL (MANUEL MESTRE, OLINTO MAYNEZ)
ADELA (EDMUNDO ALFARO CONCERNING DURAPLY DE PARRAL)

FENOQUIMIA (NEW GEN. MGR. BENITO BUCAY OR FERNANDO RUIZ, CONTROLLER)
EMPACADORA DE FRUTAS Y JUGOS (EUGENIO LOPEZ RODEA, PABLO GUTIERREZ)

FOLLOWING APPOINTMENTS FOR CURTIS ONLY
TEREFTALATOS MEXICANOS (CONRAD SCHLAEPFER)
MEXICANA DE PAPEL PERIODICO (ING. ERNESTO FLORES CASTRO OR JOSE A. ORDONEZ)

4. IF TIME PERMITS, EXIMBANK REQUESTS THAT MEETINGS BE ARRANGED WITH:
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PAGE 04 STATE 002695

LA CRUZ AZUL (ING. ESTEBAN RUIZ V., INDUSTRIAL MANAGER)
KIMBERLEY CLARK DE MEXICO (SERGIO PALIZA VALDEZ)
BANCOMER (ROBERTO LYON, JORGE DE URIATE)
BANAMEX (PERHAPS ENRIQUE DE BAYLE OR GUILLERMO GUEMEZ)
INDUSTRIAS POLIFIL (ROBERTO PESARO)

5. EXIMBANK EXPECTS TO TALK BY PHONE WITH PEMEX (GARCIA TORRES OR ZUBICARI OF FINANCE DEPARTMENT) WEEK OF JANUARY 2 AND WILL SUGGEST MEETING. NOTWITHSTANDING PIPELINE PROBLEMS, MEETING TO DISCUSS ADMINISTRATIVE PROCEDURES FOR UTILIZATION OF DOLLARS 250 MILLION CREDIT FOR OTHER PROJECTS WILL BE USEFUL. EXIMBANK WILL ADVISE EMBASSY AS TO PLANS FOR THIS MEETING BY TELEPHONE.

6. EMBASSY COMMENTS REGARDING THESE TRAVEL PLANS AND ASSISTANCE IN ARRANGING MEETINGS WILL BE APPRECIATED.
CHRISTOPHER

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